

# SCHONSTEDT

## INSTRUMENT COMPANY

### FACT SHEET

**Background** – founded in 1953 by Erick O. Schonstedt as a producer of magnetometers for the aerospace industry, specifically for over 400 satellites including the Hubble telescope.

**Core Technology** – the patented HeliFlux® magnetic sensor technology developed by Mr. Schonstedt.

**Current Ownership/Funding** – 100% owned by Redwood Venture Group, a Cincinnati, OH-based private equity company.

**Current Market Focus** – volume commercial, industrial, government and export markets.

**Product** – the Company manufactures two types of instruments used to locate underground objects:

1. Magnetic Locators – to find ferrous metals such as boundary markers, paved-over valve and manhole covers, drums and storage tanks, well casings, septic tanks, land mines, unexploded ordnance, etc. – anything magnetic;
2. Pipe and Cable Locators – to find and trace any linear, electrically conductive material such as telephone, cable TV and fiber optic lines, water and gas pipes, and AC power lines.

**Applications/Users** – surveyors, construction and excavation contractors, utility companies (water and sewer, gas, electric, telecom, cable), facilities managers, maintenance groups, municipalities, environmental contractors, explosive ordnance disposal teams.

**Service and Support** – the Company maintains a full-time, two-day turnaround, repair facility and offers a full line of accessories and supplies.

**Price** – from \$885 to \$3395.

**Warranty** – from 3 to 7 years.

**Employees** – 34, about half of which are engaged in manufacturing.

**User Base** – over 250,000 units shipped.

**Distribution** – approximately 300 dealers throughout the US; direct and internet sales; manufacturer's reps; international distributors.

**Export Markets** – 40+ countries with a concentration in Canada, Europe (Germany, UK), Scandinavia (Sweden, Norway, Finland), Middle East (United Arab Emirates), Far East (China, Japan).

**Location** – seven-year-old, custom-built 25,000 sq. ft. facility in the Eastern Panhandle of West Virginia, approximately 1.5 hours from Washington, DC and Baltimore, MD.

**Management** – a talented, seasoned team of Engineering, Manufacturing, Finance, Sales and Marketing executives with over 145 years of combined management experience.